

**COUNTY OF SAN LUIS OBISPO BOARD OF SUPERVISORS
AGENDA ITEM TRANSMITTAL**

(1) DEPARTMENT Health Agency-Behavioral Health/Mental Health	(2) MEETING DATE June 27, 2006	(3) CONTACT/PHONE Karen Baylor, Ph.D., Behavioral Health Administrator (805) 781-4734	
(4) SUBJECT Request to approve the FY 2006-07 renewal contract with Echo Consulting Services of California, Inc. to provide software maintenance and support for the Mental Health billing and management information system. <i>/Clerk's File</i>			
(5) SUMMARY OF REQUEST Behavioral Health Services contracts with Echo Consulting Services of California, Inc. to provide software maintenance on an annual basis for its mental health information system (InSyst). This system is used to process billings for mental health programs.			
(6) RECOMMENDED ACTION It is recommended that the Board approve the FY 2006-07 renewal contract with Echo Consulting Services of California, Inc. to provide software maintenance and support for the Mental Health billing and management information system in the total amount of \$90,000.			
(7) FUNDING SOURCE(S) Federal, State, private insurance	(8) CURRENT YEAR COST \$90,000	(9) ANNUAL COST \$90,000	(10) BUDGETED? <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input type="checkbox"/> N/A
(11) OTHER AGENCY/ADVISORY GROUP INVOLVEMENT (LIST): County Counsel has reviewed the contract as to form and legal effect.			
(12) WILL REQUEST REQUIRE ADDITIONAL STAFF? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes, How Many? _____ <input type="checkbox"/> Permanent _____ <input type="checkbox"/> Limited Term _____ <input type="checkbox"/> Contract _____ <input type="checkbox"/> Temporary Help _____			
(13) SUPERVISOR DISTRICT(S) <input type="checkbox"/> 1st, <input type="checkbox"/> 2nd, <input type="checkbox"/> 3rd, <input type="checkbox"/> 4th, <input type="checkbox"/> 5th, <input checked="" type="checkbox"/> All	(14) LOCATION MAP <input type="checkbox"/> Attached <input checked="" type="checkbox"/> N/A	(15) Maddy Act Appointments Signed-off by Clerk of the Board <input checked="" type="checkbox"/> N/A	
(16) AGENDA PLACEMENT <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Hearing (Time Est. _____) <input type="checkbox"/> Presentation <input type="checkbox"/> Board Business (Time Est. _____)		(17) EXECUTED DOCUMENTS <input type="checkbox"/> Resolutions (Orig + 4 copies) <input checked="" type="checkbox"/> Contracts (Orig + 4 copies) <input type="checkbox"/> Ordinances (Orig + 4 copies) <input type="checkbox"/> N/A	
(18) NEED EXTRA EXECUTED COPIES? <input type="checkbox"/> Number: _____ <input type="checkbox"/> Attached <input checked="" type="checkbox"/> N/A		(19) BUDGET ADJUSTMENT REQUIRED? <input type="checkbox"/> Submitted <input type="checkbox"/> 4/5th's Vote Required <input checked="" type="checkbox"/> N/A	
(20) OUTLINE AGREEMENT REQUISITION NUMBER (OAR) _____19000227_____		(21) W-9 <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes	(22) Agenda Item History <input type="checkbox"/> N/A Date_08-09-2005_
(23) ADMINISTRATIVE OFFICE REVIEW <div align="center" style="margin-top: 20px;"> <i>OK Dan Buehler</i> </div>			

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BEHAVIORAL HEALTH SERVICES

COUNTY OF SAN LUIS OBISPO



Reply to:

MENTAL HEALTH SERVICES

2178 JOHNSON AVENUE
SAN LUIS OBISPO, CALIFORNIA 93401-4535
(805) 781-4700
(805) 781-1273 FAX

TO: Board of Supervisors

FROM: Karen Baylor, Ph.D., Behavioral Health Services Administrator

DATE: June 27, 2006

SUBJECT: Request to approve the FY 2006-2007 renewal contract (Clerk's File) with Echo Consulting Services of California, Inc. to provide software maintenance and support for the Health Agency - Behavioral Health/Mental Health billing and information management system.

RECOMMENDATION:

It is recommended that the Board approve the FY 2006-07 renewal contract (Clerk's File) with Echo Consulting Services of California, Inc. to provide software maintenance and support for the Health Agency - Behavioral Health/Mental Health billing and information system in the total amount of \$90,000.

DISCUSSION:

The Health Agency - Behavioral Health/Mental Health contracts with Echo Consulting Services of California, Inc. to provide software maintenance on an annual basis for its mental health billing and information system (InSyst). This system is a legacy system used by many counties Statewide to record mental health services and create billings to Medi-Cal, Medicare, private insurance companies and individuals receiving services. Software maintenance is required to maintain the system in compliance with Federal and State legal requirements.

Echo has agreed to continue maintenance on this legacy system indefinitely as most counties are waiting to replace their legacy systems until the State issues Technology Guidelines for the Mental Health Services Act (MHSA). Counties are hoping that these guidelines will provide a mechanism to fund the replacement of their billing and information systems. State MHSA Technology Guidelines are expected to be published in October, 2006. In the meantime, the Health Agency is submitting a request to the State to use MHSA Community and Services Support (CSS) one-time funds to hire a consultant to create a Health Agency Information Management System (HAIM) business plan and to review and expand the current system specifications to be used for selecting a new billing

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and information system that complies with the State MHSA Technology Guidelines. After a system is identified, it is expected to take up to two years to implement the new system. Until a new system is implemented the current system must be maintained.

OTHER AGENCY INVOLVEMENT/IMPACT:

County Counsel has reviewed the contract and trade agreement as to form and legal effect.

FINANCIAL CONSIDERATIONS:

The Mental Health FY 2006-07 budget includes \$90,000 for Echo contracted services. The department will receive a 14% discount by paying the Echo product maintenance contract amount in one lump sum rather than monthly. The contract consists of two primary components, Echo product required maintenance services (\$78,005.34) and optional special request items component (\$11,994.66). The optional component provides updates or enhancements unique to San Luis Obispo's installation configuration. The optional component is also used for additional services such as training, consultation, and data analysis, as needed. Below we present the last three fiscal years' actual contract costs and the current fiscal year contract budget. The FY 2004-05 optional services were much lower than in the past. This was due to Echo absorbing the cost of some requested services and our use of David Platten, the original developer of the Insyst system, to perform some data analysis tests that in the past would have been requisitioned from Echo.

Description	FY 03-04 Actual	FY 04-05 Actual	FY 05-06 Actual	FY 06-07 Budget
Required Components	\$69,230	\$73,388	\$75,983	\$78,005.34
Optional Items	\$41,815	\$4,206	\$12,675	\$11,994.66
Totals	\$111,045	\$77,594	\$88,658	\$90,000.00

RESULTS:

This contract provides for the maintenance of the behavioral health billing system (InSyst) in compliance with Federal and State regulations. Mental Health bills Medi-Cal, Medicare, private insurance companies and individuals for services provided. By successfully capturing and billing all eligible services for reimbursement, Mental Health is able to maximize revenues and provide more cost effective mental health services to the community.

Description	FY 03-04 Actual	FY 04-05 Actual	FY 05-06 Actual	FY 06-07 Budget
Billed through InSyst	\$12.9 million	\$13.0 million	\$14.4 million	\$16.3 million

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